

## Compass Sales Solutions Announces a Strategic Partnership with Laser Resources

Boise, ID - January, 2014 - Compass Sales Solutions, the leader in sales opportunity management software, is proud to announce its partnership with Laser Resources, one of Iowa's most respected Document Solutions companies.

Laser Resources, who is located in Urbandale, IA has been proudly serving Des Moines and central Iowa since 1991. Recipient of the prestigious PROS Elite Certification as one of the top 100 dealers in the United States, Laser Resources chose Compass Sales Solutions and the Compass Sherpa product as their total solution to manage the entire sales process, from contact to close.

"Laser Resources is very excited about our new partnership with Compass Sales Solutions. Their Sales ERP Solution (in conjunction with their new partnership with Digital Gateway/e-Automate) provides the integrated total sales process solution we have been seeking for years. With Compass Sherpa, and their mobile application SherpaGo, we will now be closer to having one product for our sales organization to utilize in managing and tracking its productivity and performance...at its fingertips 24/7," says Troyt Gholson, CFO/Vice President of Operations & Finance at Laser Resources, and Director of the E-automate User Group. "The long-time commitment of Compass to the Office Equipment industry sets them apart from the competition...built by the industry for the industry!"

Troy Casper, President and Founder of Compass Sales Solutions states, "We are extremely pleased to be partnered with such a significant dealer as Laser Resources. With our combined experience and relationship with E-Automate, working together will truly be a game changer; not just for our two companies, but for the Industry in general."

### **About Compass Sales Solutions:**

Since 2001, Compass Sales Solutions has been the leading sales force automation provider for the office technology industry. Compass Sherpa provides a comprehensive suite that automates all disparate sales processes and allows your sales professionals to utilize one tool to completely manage the sales process including prospect/client identification, Outlook integration, product configuration, proposal generation, MPS analysis and mapping, ERP integration, and mobile access via smartphone's and tablets. Compass Sherpa will be the tool your team will want to use, not have to use. For more information, visit our website at [www.compasscontact.net](http://www.compasscontact.net), email us at [sales@compasscontact.net](mailto:sales@compasscontact.net) or contact us via phone at 800-295-0411.

### **About Laser Resources:**

Laser Resources is an Iowa-based company that delivers printing system technologies, mailing solutions, and innovative managed services to all types of organizations throughout Iowa. This includes production print, multifunction copiers, mailing equipment, and ongoing maintenance services and supply management. They also provide managed IT services and managed print services. They are an authorized Konica Minolta, Océ, HP, Toshiba, Lexmark, Canon and Pitney Bowes dealer. As an independently-owned company, they are very nimble and customer service oriented, which has earned them national recognition as a Top 100 Dealer in the United States. Visit their website at [www.laserresources.com](http://www.laserresources.com).